



# INTRODUCTION TO M&A WORLDWIDE

Partner Cooperation Bridging 6 Continents

# The Global M&A Network

- ❑ Established in 2004
- ❑ More than 40 leading M&A boutiques
- ❑ More than 40 countries
- ❑ 6 Continents

# Mission

- ❑ Fostering development of multilateral relationships between members to broaden transaction capabilities and better service clients in a globalized world

## Nature and Purpose

- ❑ M&A Worldwide is a global network of independent M&A boutiques
- ❑ M&A Worldwide's primary purpose is to create synergy between members thereby fostering mutual business interests through generation and execution of cross-border transactions

## Primary Objectives

- ❑ Develop an international network of M&A industry peers
- ❑ Create a favourable climate for generation and execution of cross-border M&A transactions
- ❑ Facilitate exchange of information and industry knowledge
- ❑ Build a worldwide brand recognized for integrity, efficiency and execution

# What We Offer

- ❑ Broad industry experience
- ❑ International collaboration
- ❑ Access to strategic and financial buyers and sellers
- ❑ Identification of M&A candidates
- ❑ Financial resources
- ❑ Assistance to clients in partner searches, company sales and divestures and financial restructurings

# Business Philosophy

- ❑ Emphasis on factual analysis of client's business needs
- ❑ Close client communication
- ❑ Speed, response and follow-through
- ❑ Clients' long term interests
- ❑ Dedication to service
- ❑ Integrity

# Members

- ❑ Specialized and experienced companies in mergers and acquisitions and corporate finance
- ❑ Located in prominent countries for cross-border transactions
- ❑ Geared to serve middle market client companies



## Proven Performance

- ❑ In 2018, M&A Worldwide member firms reported:
  - ❑ 419 total transactions
    - 202 Sellside
    - 101 Buyside
    - 116 Financing & Other
- ❑ Totaling €4.1 billion (US\$4.6 billion) in transaction value

## Example of Cross-border Cooperation

- ❑ MBA Capital, France, and SCS Global Consulting, Singapore, advised Nankai Plywood, Japan, in the acquisition of Rolpin, the French leading manufacturer of pine plywood, and Rolkem, a phenolic resin producer
- ❑ The acquisition was completed as of the 1<sup>st</sup> of April of 2014, and allowed Nankai Plywood to invest over €8m during the 2014-2017 period

## Example of Cross-border Cooperation

- ❑ S&P, Germany & Focus Investment Banking LLC, USA, advised Takata, Japan, through auction process governing purchase of BAE Systems Safety Products Inc., USA and Schroth Safety Products GmbH, Germany
- ❑ Two businesses design and manufacture restraints and safety products utilized across commercial and defense ground and aerospace platforms
- ❑ Takata successful in auction; acquisition closed on March 5, 2012 for \$32M

## Example of Cross-border Cooperation

- ❑ Focus Investment Banking LLC assisted Henkel, client of S&P, Germany, in sale of non-core US based business, Corrosion Engineering
- ❑ Focus undertook full marketing process, contacting over 100 companies in US and abroad
- ❑ In December, 2011 Corrosion Engineering was sold to ErgonArmor, a division of Ergon Inc., Mississippi

## Example of Cross-border Cooperation

- ❑ adbodmer, Zurich, Switzerland asked its member partners to support Swiss company Stettler Sapphire AG (a global leader in manufacture of sapphire components for high-end watches) in the restructuring of the corporate ownership
- ❑ All shares acquired by Sapphire Holding AG
- ❑ The majority shareholder of Sapphire Holding AG, Germany's private equity firm Equita (Group Harald Quandt) was advised by M&A Worldwide founding partner S&P, Germany

# Partners



# Conventions

- ❑ Meetings held biannually in different countries to propel organization's evolution, partnering on specific deals and turning opportunities into mandates
- ❑ Next conventions:
  - Toronto, Canada, October 2019
  - Copenhagen, Denmark, May 2020

# Headquarters

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